

A REVELATION IN HARNÉSS MAKING

I have recently purchased a LANDIS wax thread, lock-stitch, harness machine. This machine uses hard wax and does work far superior to hand work, pulls the stitches in tighter and makes more stitches to the inch than hand work. It is absolutely guaranteed that harness sewed on this machine will wear longer than the best hand work.

I will continue to use the best number one oak tanned leather, but will reduce the price of harness because the machine will do the work of ten men and therefore greatly reduce the cost of making harness.

A farmer who cradles his wheat cannot afford to sell his grain as cheap as the farmer who uses a self binder. This is a machinery age and the same rule applies to the harness business.

Of course there is a vast difference between "factory" made harness and harness made on a Landis machine in my shop because the factory uses poor material, as well as cheap labor, whereas I use the best of leather and thread, and construct the work myself. Mail orders promptly filled. Send for prices. Address all letters to

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